



IBM Corporation

The Role of the Mentor - Protégé Program in Attracting Non-Defense Corporate Industry

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IBM Corporation

About IBM

A Corporate Overview

Updated March 2004

What is IBM?

- An innovator?
- A sales force?
- A collection of vertically integrated multibillion-dollar global businesses?
- A global brand?
- A blue-chip stock?
- A turnaround story?
- A really big company?
- All of the above?

Mission

We strive to lead in the invention, development and manufacture of the industry's most advanced information technologies.

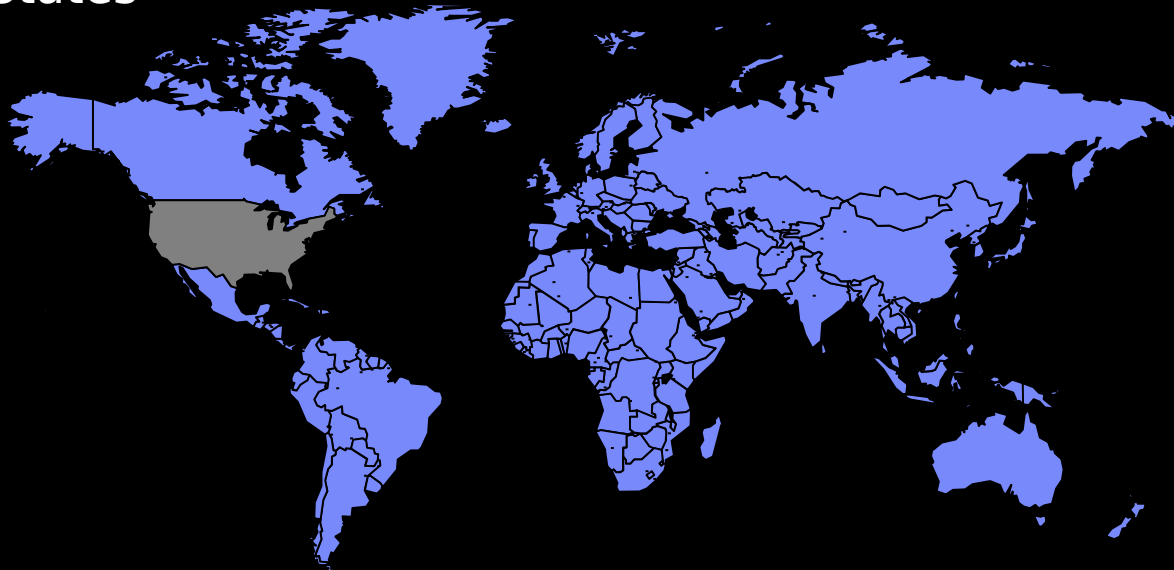
We translate these advanced technologies into value for our customers through our professional solutions, services and consulting businesses worldwide.

IBM Today

- The world's largest information technology company
- The 8th largest corporation in the world
- Year end 2003, IBM reported:
 - \$89.1 billion in revenue
 - \$7.6 billion in net income
 - More than 330,000 employees worldwide
 - More than 670,000 stockholders of record

A Global Company

- Corporate headquarters: Armonk, NY
- Serving customers in 160 countries worldwide
- Nearly 60 percent of revenue generated outside the United States



So Why Mentor-Protégé?

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